

Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 209980

40

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 TRSE-00 CIAE-00 INR-07

NSAE-00 L-03 /028 R

DRAFTED BY COM/BIC/OIM/MEADERHOLD/EH/239

APPROVED BY EB/CSB/OSB - A.D. BRAMANTE

COM/BIC/OIM/RKELLY/CMM/239

COM/EIPR/OTP/RMKLEIN (DRAFT)

COM/OED/RCOHEN/RWILBOURN

COM/OBRA/RWFRANCIS (DRAFT)

STATE/NEA/INS/RMORLEY (DRAFT)

STATE/EB/CSB/OSB/JGRAHAME (DRAFT)

----- 095208

P 041716Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI PRIORITY

LIMITED OFFICIAL USE STATE 209980

E.O. 11652: N/A

TAGS: USINJC; BEXP; IN

SUBJECT: INDO-U.S. JOINT COMMISSION: EXCHANGE OF ECONOMIC/

---- COMMERCIAL INFORMATION

REFERENCE: (A) NEW DELHI 6002; (B) NEW DELHI 9050

1. SUMMARY: INDIAN TRADE DEVELOPMENT AUTHORITY (TDA) APPEARS MOST VIABLE INDIAN ENTITY FOR EXCHANGE OF ECONOMIC AND COMMERCIAL INFORMATION. USDOC WILL PROVIDE SUPPORT WITHIN ITS CAPABILITIES BUT BELIEVES BROAD COMMITMENTS OUTLINED REF. A GO BEYOND U.S. INTENT OF AGREEMENT "TO EXCHANGE MARKETING INFORMATION" WHICH FORESEEN IN MINUTES OF ECONOMIC/COMMERCIAL SUB-COMMISSION LAST JANUARY AND INVOLVES AN INDETERMINATE WORKLOAD WHICH MAY CONFLICT WITH OTHER USDOC RESPONSIBILITIES.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 209980

2. USDOC UNABLE TO ASSUME RESPONSIBILITY FOR REVIEWING

THE ACCURACY OF INFORMATION IN PUBLICATIONS WHICH TDA PROPOSES TO PUBLISH PERTAINING TO MARKETING IN THE U.S. A; OBLIGATION OF THIS SORT, EXPRESS OR IMPLIED, SHOULD BE AVOIDED SINCE IT WOULD INVOLVE AN INDETERMINATE NUMBER OF MAN-HOURS WHICH EXISTING USDOC STAFF RESOURCES MAY NOT BE ABLE TO COMMIT IN VIEW OF POSSIBLE CONFLICTS WITH OTHER RESPONSIBILITIES. USDOC BELIEVES TDA SHOULD RELY PRIMARILY ON ITS OWN OFFICE IN THE U.S., OR THE INDIAN

EMBASSY, TO VERIFY THE ACCURACY OF MARKETING REPORTS INTENDED FOR INDIAN EXPORTERS IN THE SAME MANNER THAT USDOC DEPENDS ON U.S. DIPLOMATIC REPRESENTATION ABROAD. MOREOVER A REVIEW OF USDOC PUBLICATIONS PERTAINING TO INVESTMENT AND COMMERCIAL CLIMATE IN INDIA MAY REFLECT A DEGREE OF CANDOR AND OBJECTIVITY THAT WOULD BE UNPALATABLE TO INDIAN AUTHORITIES.

3. AN EXCHANGE PROGRAM FOR SPECIFIED PUBLICATIONS WOULD BE CONSISTENT WITH THE JANUARY AGREEMENT. HOWEVER, PENDING RECEIPT OF THE TYPE OF INFORMATION REQUIRED BY TDA, USDOC RELUCTANT TO MAKE AN OPEN-ENDED COMMITMENT. USDOC HAS PROVIDED THE INDIAN EMBASSY (I.E. J.N. DIXIT, MINISTER, COMMERCE AND SUPPLIES) WITH COPIES OF THE "INDEX TO INTERNATIONAL BUSINESS PUBLICATIONS" WHICH LISTS GLOBAL MARKET SURVEYS AND OTHER SPECIAL REPORTS PERTAINING TO MARKETS ABROAD. PUBLICATIONS LISTED IN THIS INDEX CAN BE READILY SUPPLIED BUT USDOC UNWILLING TO ASSUME RESPONSIBILITY FOR COLLECTING AND FORWARDING LARGE NUMBERS OF USG PUBLICATIONS WHICH ARE AVAILABLE TO THE INDIAN EMBASSY THROUGH NORMAL PROCUREMENT CHANNELS. TO SUPPORT AND ENCOURAGE A CONTINUING DIALOGUE WITH TDA, WE ARE SENDING BY AIR POUCH THE FOLLOWING PUBLICATIONS WHICH MAY BE USEFUL IN SUBSEQUENT DISCUSSIONS: (1) U.S. GOVERNMENT PURCHASING AND SALES DIRECTORY; (2) MEASURING MARKETS -- A GUIDE TO THE USE OF FEDERAL AND STATE STATISTICAL DATA; (3) 1972 ECONOMIC CENSUSES PUBLICATION PROGRAM; (4) U.S. DEPARTMENT OF COMMERCE PUBLICATIONS CATALOG AND INDEX; (5) U.S. INDUSTRIAL OUTLOOK -- 1975; LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 STATE 209980

(6) BUSINESS SERVICE CHECKLIST; (7) INDEX TO INTERNATIONAL BUSINESS PUBLICATIONS; (8) GLOBAL MARKET SURVEY -- METALWORKING AND FINISHING EQUIPMENT; (9) STANDARD INDUSTRIAL CLASSIFICATION MANUAL; (10) STATISTICAL ABSTRACT OF THE U.S. -- 1974; (11) FEDERAL STATISTICAL DIRECTORY, 1974.

4. USDOC CAN IDENTIFY SOURCES OF INFORMATION SUCH

AS TRADE ASSOCIATIONS AND CHAMBERS OF COMMERCE REQUIRED FOR MARKET RESEARCH PROJECTS UNDERTAKEN BY TDA BUT UNABLE TO PROVIDE DETAILED LISTS OF END-USERS FOR SPECIFIC PRODUCTS. THE PUBLICATION WHICH IDENTIFIES OVER 5,000 TRADE AND PROFESSIONAL ASSOCIATIONS ENTITLED "NATIONAL TRADE AND PROFESSIONAL ASSOCIATIONS OF THE U.S. AND CANADA AND LABOR UNIONS" IS AVAILABLE AT 20 DOLLARS PER COPY FROM COLOMBIA BOOKS INC., 734 15TH STREET, N.W., WASHINGTON, D.C. 20005. IN ADDITION, APPOINTMENTS FOR TDA PERSONNEL CAN BE

ARRANGED WITH INDUSTRY SPECIALISTS IN BDC'S OFFICE OF BUSINESS RESEARCH AND ANALYSIS WHO CAN PROVIDE AN OVERVIEW OF PARTICULAR INDUSTRIES AND SOURCES OF DETAILED INFORMATION. ASSUME TDA WILL RECIPROCATATE BY PROVIDING THE EMBASSY WITH COMPARABLE INFORMATION.

5. AS SUGGESTED PARA 2 (D), USDOC WOULD WELCOME NAMES OF INDIAN COMPANIES WHICH ARE PROSPECTIVE CUSTOMERS FOR U.S. EQUIPMENT AND TECHNOLOGY. USDOC REQUIRES SPECIFIC INFORMATION SUCH AS PRODUCTS BEING MANUFACTURED, MAGNITUDE OF ACTUAL OR PROPOSED PRODUCTION, TYPE OF PRODUCTS OR TECHNOLOGY REQUIRED AND NAMES OF INDIAN FIRMS TO BE CONTACTED. OF PARTICULAR INTEREST WOULD BE ADVANCE NOTIFICATION OF MAJOR PROJECTS THAT GOI HAS UNDER SERIOUS CONSIDERATION OR IN THE EARLY PLANNING STAGE WHICH WILL BE FINANCED BY FREE FOREIGN EXCHANGE OR UNTIED LOANS, PRIOR TO INFORMAL OR OFFICIAL NOTIFICATION TO OTHER INTERESTED PARTIES. EMBASSY SHOULD PROVIDE AN EVALUATION OF THE COMMERCIAL POTENTIAL FOR U.S. BUSINESSMEN. THIS INFORMATION WOULD BE CONVEYED TO APPROPRIATE U.S. FIRMS BY BIC'S OFFICE OF EXPORT LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 04 STATE 209980

DEVELOPMENT. USDOC ALSO PREPARED TO PUBLISH ARTICLE IN COMMERCE TODAY CONCERNING INDUSTRIES WHICH OFFER OPPORTUNITIES FOR U.S. INVESTMENTS AND TECHNOLOGY TRANSFERS. HOWEVER INFORMATION RECEIVED TO DATE FROM INDIAN EMBASSY DOES NOT INDICATE INDIAN FIRM OR GOVERNMENT ENTITY TO WHICH PROPOSALS SHOULD BE SUBMITTED. THE AVAILABILITY, OR ACCESS TO CURRENT FOREIGN TRADE AND ECONOMIC DATA PRIOR TO PUBLICATION WOULD PROVIDE TIMELY AND USEFUL INFORMATION.

6. RE PARA 2, (E), USDOC UNABLE TO PROVIDE COMPLETE SET OF GSA SPECIFICATIONS WHICH ARE VOLUMINOUS AND IN MANY INSTANCES IRRELEVANT. USDOC HAS ALREADY FORWARDED BY POUCH COPIES OF "INDEX OF FEDERAL SPECIFICATIONS" AND AN APPLICATION FOR INCLUSION ON

GSA BIDDERS MAILING LIST. IN ADDITION THE PUBLICATION ENTITLED "U.S. GOVERNMENT PURCHASING AND SALES DIRECTORY" PREPARED BY THE SMALL BUSINESS ADMINISTRATION COVERS ALL ASPECTS OF PROCUREMENT BY THE USG. BELIEVE THIS DOCUMENT SUFFICIENTLY COMPREHENSIVE FOR TDA TO DETERMINE EXTENT OF MARKETING POSSIBILITIES AND THEN HAVE ITS OFFICE IN NEW YORK, OR THE INDIAN EMBASSY, OBTAIN REQUIRED SPECIFICATIONS AND FOLLOW-UP ON POTENTIAL BUSINESS WITH APPROPRIATE FEDERAL PROCUREMENT OFFICES.

7. AS ABOVE SUGGESTIONS IMPLY, WOULD RECOMMEND PROCEEDING ON STEP-BY-STEP BASIS, NOT PROMISING BROAD U.S. ASSISTANCE UNTIL INDIAN WILLINGNESS TO COOPERATE IN PRACTICE AS WELL AS THEORY HAS BEEN TESTED. BIC'S OFFICE OF INTERNATIONAL MARKETING WILL WATCH FOR FURTHER ITEMS OF INTEREST TO INDIANS, BUT INDIAN RECIPROCITY WILL BE BEST MEANS OF ASSURING CONTINUING COOPERATION. KISSINGER

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 04 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ellisoob
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE209980
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OIM/MEADERHOLD/EH/239
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750306-0112
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750983/aaaacvot.tel
Line Count: 188
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 NEW DELHI 6002, 75 NEW DELHI 9050
Review Action: RELEASED, APPROVED
Review Authority: ellisoob
Review Comment: n/a
Review Content Flags:
Review Date: 18 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <18 AUG 2003 by ElyME>; APPROVED <25 NOV 2003 by ellisoob>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: INDO-U.S. JOINT COMMISSION: EXCHANGE OF ECONOMIC/ ---- COMMERCIAL INFORMATION
TAGS: BEXP, IN, USINJC
To: NEW DELHI
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006